

Postal Regulatory Commission
901 New York Avenue NW, Suite 200
Washington, DC 20268-0001

RE: Docket No. RM 2017-12

Dear Commissioners:

I am writing on behalf of DonorVoice, a consultant agency working with nonprofits like the United States Olympic and Paralympic Foundation, Catholic Relief Services, American Diabetes Association, American Heart Association and more. On behalf of the millions here and around the world these great organizations serve, I urge you not to change the current system for calculating nonprofit postal rates.

As a practical matter for the USPS, this will not increase postal service revenues. All the nonprofits with whom we work are highly price sensitive. Their elasticity means that pricing increases are met with decreases in mail volume, yielding no additional revenue for the USPS (with only tiny decreases in cost, as most USPS costs are fixed, not marginal).

Unfortunately, the lack of impact for the USPS is not the same for nonprofits. Rather, the unanticipated and capricious increase will lead to a corresponded decrease in revenues for nonprofits.

We at DonorVoice have no financial stake in this – our fees do not vary by mail volume. But we know that a reduction in the use of mail means fewer donations and fewer donations means fewer services. This means less support for Olympic and Paralympic athletes, less food for the hungry, decreased disaster relief and a decreased ability to fight for cures to the diseases that cost so much to so many. Or, alternatively, it means that government will have to take on these efforts when nonprofits do not.

It's truly a poor choice to either cost the government far more than any revenue gain from postal increases or to leave vital social ills unattended.

Personally, one of the things that makes me proudest to be an American is that in this country we band together to take care of each other in time of need. Please do not harm the organizations that do this good and the donors who make it possible, asking so little in return.

Thank you for your consideration.

Sincerely,

Nick Ellinger
Vice President of Marketing
DonorVoice